

Road Budget Means Greater Work for Trucks

Speed of Production Calls for Better Transport Methods, Says Pulcher; to Spend More on Roads

Motor trucks are the beginning and end of transportation. Sometimes they play the whole part in delivery, but at least they are the terminal transporters for other big haulage units—railroads and steamships. The future possibilities of the motor

truck in both rail and waterway transportation are mirrored in the highway budget of the United States for 1920, which is four times greater than the expenditure for highways in the United States for 1919, according to M. L. Pulcher, vice-president and general manager of the Federal Motor Truck Company, Detroit, Mich. The proposed expenditure will be \$633,000,000 as compared with \$126,000,000 for 1919. This simply means, declares Mr. Pulcher, that the possible use of trucks will be increased just that much through better and larger roads. "As the railroads may be compared to the arteries of the body which carry the main streams of blood," pointed out Mr. Pulcher, "so may the trucks be compared to the veins, which spread out in a network to the extreme members of the human body. To the smaller localities, inaccessible or unprofitable to the railroads, the motor trucks will perform the same function as the veins. "World production was speeded up during the war and it will never go back. The lessons learned will be preserved. The demand for delivery, speedy delivery, is constant everywhere. The merchants and manufacturers who can meet this demand best will be the ones who succeed. "Just as the people chafed at the somewhat retarded mail deliveries during war time due to insufficient help, so will they chafe at what they consider unnecessary delay in their other necessities of life. Good roads and more roads—what merchants have been wanting for years—are now being built. It is up to them to utilize them. "At the beginning and end of transportation then the trucks are now considered a necessary adjunct. They will become more and more so as the demand for quick delivery increases. They will probably also be used at both terminals of aerial transportation, which will be a common means of commercial transportation much more quickly than most of us conceive."

For Downtown New York

MEN and women whose daily work is downtown find a checking account in this same district a great convenience. Handy location means much when every minute counts.

Our requirement as to daily balances is not burdensome. We shall be glad to have you call or write for further information regarding checking accounts.

**FULTON TRUST COMPANY** OF NEW YORK Established 1890 Member Federal Reserve System Singer Building 149 Broadway

**Cordon & Dilworth** — REAL — **ORANGEMARMALADE**

William E. Ferris



Designer of the new Ferris Six, a Cleveland product.

Ferris, Chief Engineer, Designer of New Six

Something About Him and Also the President of Ohio Motor Vehicle Company

William E. Ferris is vice-president and chief engineer of the Ohio Motor Vehicle Company, manufacturers of the Ferris Six. Ferris has been connected since early manhood with the manufacturing of automobiles and trailers. His early jobs were with the Pope, Hartford and Corbin. Later he was with the Peerless and the White companies. Ferris, although a comparative stranger in the East, is well known in mechanical and financial circles in the West. He is president of the Trailer Manufacturers' Association of America and also the secretary of the Cleveland Manufacturers' Association. Charles A. Riegler is president of the Ohio Motor Vehicle Company. Besides being president of this company he is a director in a number of business enterprises in Cleveland. From 1900 to 1914 he was connected with the William Edwards Company of Cleveland, manufacturers of food and condiments. Later, together with two other principals of the Edwards Company, he formed the Riegler-Milde-Velou Company, manufacturers of food and condiments, which they in 1916 sold to the William Edwards Company. He then became associated with the Ohio Motor Vehicle Company.

Rapid Financing

On Tuesday, December 30th, the Interborough Rapid Transit Company asked us to buy from them a mortgage of \$450,000 covering property in Brooklyn. The money was needed for important disbursements at the beginning of the new year. We provided the money, the title was searched and the transaction was closed on Tuesday, the 2nd of January. We have a great deal more business to do just now than we can take care of with comfort to ourselves, but when a real need comes, people think of the Title Guarantee & Trust Company as the place to go for help. As a rule, they are not disappointed.

**TITLE GUARANTEE & TRUST CO**

Capital \$5,000,000  
Surplus \$11,000,000

116 Broadway, 127 W. 125th St., 370 E. 149th St., 175 Rensselaer Street, Brooklyn  
350 Fulton St., Jamaica 67 Jackson Ave., L.I. City  
90 Bay Street, St. George Station Island

Elgin Six Types Are High in Standard

The all-season five-passenger closed car and four-passenger open sport models of the Elgin Six are representative of the established types of automobiles that have been coming out of the Elgin plant in the past few months. Largely because of the sensible and commodious arrangement and the substantial assemblage of its carriage work, which meets the less conventional family requirements at a moderate initial cost, its popularity is thoroughly established. The four-passenger Elgin Victory Scout is a type of open car which is rapidly winning the choice of the motorists' looking for speed, combined with racy lines.

**Hupmobile Dealers Meet**

A luncheon for Hupmobile dealers will be held at 1 o'clock to-day in the east ballroom of the Hotel Commodore. A number of important topics will be discussed by factory officials. Every Hupmobile dealer at the show is invited to attend.

Franklin Dealers Have to Get-Together

The Franklin Automobile Company had a conference and luncheon for its dealers yesterday at the Commodore Hotel. S. S. E. Ackerman, sales manager of the factory, presided at the conference. He outlined sales plans for the year, and dealers from all sections of the country spoke. The concluding address of the session was made by Glenn A. Tisdale, the New York distributor. At the luncheon H. H. Franklin, president of the company, presided. Mr. Ackerman introduced the speaker of the occasion, L. C. Rockhill, sales manager of the Goodyear Tire and Rubber Company, who made an interesting address on passenger car and motor truck economies. Announcement was made that a Franklin touring car had arrived in Boston after a 972-mile drive across the rutty, frozen roads of the State of Maine in twenty-four hours and forty-six minutes. The route was from Boston to Fort Kent, Me., and return. An average running speed of 39.24 miles an hour was maintained.

First Auto Exhibit A Circus Side Show

"The first automobile show ever held in the United States consisted of three Haynes cars exhibited by a circus man at a State Fair in Columbus, Ohio, in the fall of 1893," says Elwood Haynes, president of the Haynes Automobile Company, Kokomo, Ind. John Robinson, a circus man, rented the first Haynes for use in a "side show." The experiment proved such a financial success that, upon completion of the second Haynes, it also was rented by Mr. Robinson. A short time later, when a third car had been built, Mr. Robinson placed the three on exhibition under a more pretentious canopy and charged a nominal admission price. For the use of each car and driver he paid \$150 a month.

**Brake on Propeller Shaft**

The emergency brake of the Liberty Six operates on the propeller shaft, thus making positive action with little muscular effort, as well as simplifying chassis construction.

Simplicity Keynote Of Templar Models

Simplicity is the keynote of the design and fittings of the cars shown at the Templar space. There are four models displayed here, a four-passenger Sportette, a five-passenger touring car, a touring roadster and a five-passenger Sedan. The salient features of the Templar engine are disclosed in a sectional mounted motor. This car is one of the few at the show equipped with magneto ignition. Only five wires one foot in length are visible, both sides of the engine presenting a smooth surface. Again the simplicity note is evident in the upholstery of the Sportette. This model is finished with plain, upholstered cushions and back which resemble library chairs.

Rough Riding Stunts Used to Test Marmon Cars

C. E. Jeffers, chief engineer of the Nardye & Marmon Company, followed a unique course in developing the experimental models of the new series Marmon 34 by giving them into the hands of two hardened graduates of the testing crew with instructions to try to "bust 'em." One of these testers is Joe Dawson, winner of the 1912 600-mile Indianapolis sweep-stake, and the other is Bruce King, who has ruled the final assembly and testing of Marmons for years. With the cars in the hands of these men Mr. Jeffers believed he would very quickly discover weaknesses which might exist. From the tabulated findings of months of tests Mr. Jeffers developed this car, which has such a remarkable performance record.

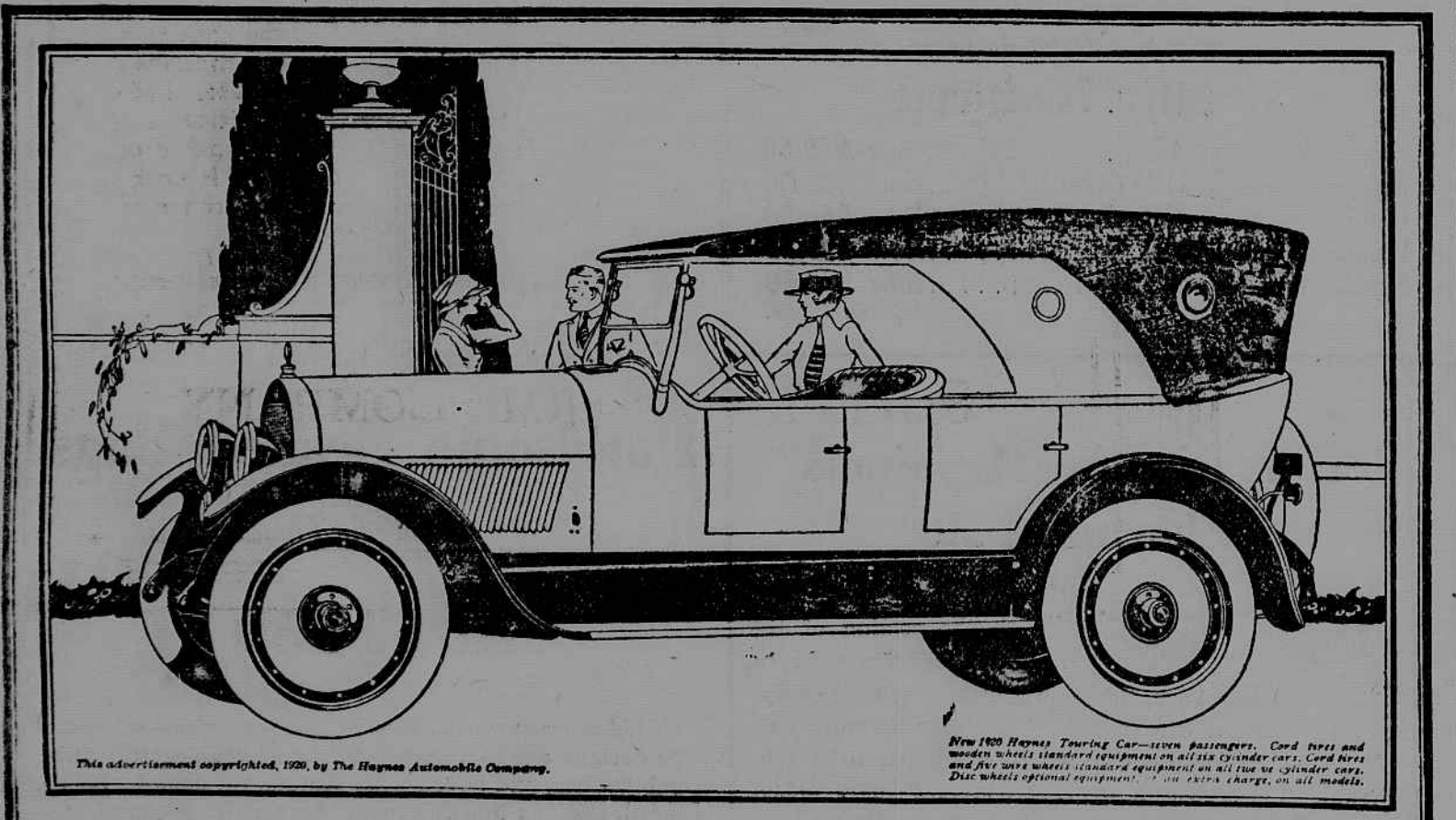

**Heating Gases in Liberty**

Vaporization of the gasoline in cold weather is assured in the Liberty Six, through heating of the air drawn into the carburetor, and by a further heating of the mixture in the manifold through contact with a "stove," which is heated by the exhaust.

It is just as natural for the Elgin Scout to count disc wheels as regular equipment as it is for discerning motorists to prefer them. You'll be bound to admire this popular Sport model at the Show.

**World's Champion Light Six**

ELGIN MOTOR DISTRIBUTING CO., Inc.  
Broadway at 57th St., New York City



**The New 1920 HAYNES TOURING CAR**

THE beauty that justifies pride of ownership, the strength that inspires complete confidence, the power that creates unwavering sureness, the comfort that affords constant enjoyment—these are the four essential factors of car-character for which the new 1920 Haynes seven passenger Touring Car is widely celebrated.

Its motor of velvety power, its extra-strong frame, its scientific balance, and unusual roadability are some of the outstanding merits which assure the user of a constant sense of security and complete satisfaction in the new 1920 Haynes. It is the touring car naturally expected of the builders of America's first car.

It is a commanding feature of the picture formed by the highly praised Haynes exhibit at the automobile show.

The Haynes, America's First Car, now exhibited by the Government at the Smithsonian Institution, National Museum, Washington, D. C., was invented, designed and built by Elwood Haynes, in 1893.

The beautiful Haynes Brochure is descriptive of all the new 1920 and new series Haynes character cars. This Brochure, and prices, will be mailed to you upon request. Address Department N.

**THE HAYNES AUTOMOBILE COMPANY**  
KOKOMO, INDIANA U. S. A.

See the New Haynes Cars at the Grand Central Palace, Exhibit A-7, or  
The Haynes Automobile Co., 1715 Broadway Phone Circle 1346

**HAYNES**  
CHARACTER CARS  
Beauty ~ Strength ~ Power ~ Comfort

1893 THE HAYNES IS AMERICA'S FIRST CAR 1920

**ASK THE HAYNES DEALER NEAREST YOU ABOUT THE NEW HAYNES**

L. C. KIRKHAM  
GORDON B. PHILLIPS SALES CO.  
TRI-STATE COMPANY

1366 Bedford Avenue, Brooklyn, N. Y.  
71 Central Avenue, Newark, N. J.  
18 Court Street, White Plains, N. Y.

J. J. WACKER  
PATRICKSON-HAYNES COMPANY  
WAGNERS GARAGE

1737 Boulevard, Jersey City, N. J.  
307 Market Street, Paterson, N. J.  
654 Richmond Road, Stapleton, N. Y.

**The Show Count Again Proves The Supremacy of AC**

Year after year, AC Spark Plugs have dominated the automobile show. 1920 is no exception. Their choice as standard equipment is again most pronounced.

**These Passenger Cars Have AC Plugs for Standard Factory Equipment:**

Anderson . . . . . AC	Haynes . . . . . AC	Packard . . . . . AC
Apperson . . . . . AC	Hollier . . . . . AC	Pan-American . . . . . AC
Buick . . . . . AC	Hudson . . . . . AC	Paige . . . . . AC
Cadillac . . . . . AC	Hupmobile . . . . . AC	Paterson . . . . . AC
Case . . . . . AC	Jackson . . . . . AC	Peerless . . . . . AC
Chalmers . . . . . AC	Jordan . . . . . AC	Pierce-Arrow . . . . . AC
Chandler . . . . . AC	Kissel Kar. . . . . AC	Premier . . . . . AC
Chevrolet . . . . . AC	Liberty . . . . . AC	Reo . . . . . AC
Cleveland . . . . . AC	Maibohm . . . . . AC	Roamer . . . . . AC
Cole . . . . . AC	Marmon . . . . . AC	Saxon . . . . . AC
Comet . . . . . AC	Mitchell . . . . . AC	Scripps-Booth . . . . . AC
Commonwealth . . . . . AC	R. & V. Knight . . . . . AC	Standard . . . . . AC
Davis . . . . . AC	Nash . . . . . AC	Stearns . . . . . AC
Dodge Brothers . . . . . AC	National . . . . . AC	Stevens-Duryea . . . . . AC
Dort . . . . . AC	Oakland . . . . . AC	Westcott . . . . . AC
Fergus . . . . . AC	Oldsmobile . . . . . AC	

**The Spark Plug Equipment of These Passenger Cars is Divided Among the Balance of the Spark Plug Makers of the Country:**

Allen	Dixie Flyer	McFarlan	Sayers
American	Elgin	Maxwell	Stephens
Auburn	Elcar	Mercer	Studebaker
Biddle	Franklin	Metz	Stutz
Briscoe	Grant	Moon	Templar
Columbia	Holmes	Noma	Vellie
Crow-Elkhart	King	Owen Magnetic	Willis-Knight
Dorris	Kline	Overland	Winton
	Lexington		

**For 1920, the Spark Plug Score of the Show Is:**

AC-Equipped Cars at the Show 47  
Cars at the Show Equipped With All Other Makes Combined 33

There is but one reason for such pronounced preference. AC's are deserving of it. They have proven best in every conceivable test and in every condition of actual service.

When you buy spark plugs, ask for AC's by name. Then you will have in your engine the spark plugs that have the endorsement of the foremost engineering talent of America.

**Champion Ignition Company, FLINT, Michigan**  
U. S. Pat. No. 1,316,727, April 13, 1919, U. S. Pat. No. 1,216,139, Feb. 13, 1917. Other Patents Pending

